

Steve gets set for BIGGA innings

BIGGA's new Sales & Marketing Manager is Steve Hardy who joins the Association having recently completed an MBA at the Bradford Management Centre. He has worked in a number of industries including Construction, Street Furniture and Industrial Coatings.

GI: Tell us a little about your professional background.

Steve: My background was first of all technical, providing product development and sales support for a wide range of building products. Eventually I took up a commercial role in sales and marketing which gave me both practical experience and an understanding that the customer has to be the focus for all a business's efforts because if you don't look after them then someone else will!

GI: Do you think those skills will be just as relevant working for BIGGA?

Steve: I believe the same principles apply whether it is a service or product which is being offered. Members or customers are looking for tangible benefits and value for money and part of my job is to ensure people are satisfied with the "product" we at BIGGA have to offer.

GI: What attracted you to BIGGA?

Steve: I can't deny there is an attraction working in such a fantastic location as Aldwark, although it is important to be out seeing the industry in action in order to understand the members and suppliers needs.

GI: What do you see as BIGGA's role?

Steve: The continuous training and development of people is so important these days, if we are all to keep up with the rate of change. BIGGA's role in that strikes me as very progressive and the industry sponsors are to be congratulated and encouraged for their support.



GI: What are your initial aims?

Steve: I am looking forward to making a contribution to BIGGA at an exciting time in the Association's history. There is a tremendous foundation to build on and many new initiatives and opportunities to develop.

GI: On a personal note what are your interests outside work?

Steve: I have to confess to a greater knowledge and ability at cricket rather than golf, but no doubt that will change now I am involved directly in this industry.

Steve can be contacted on 01347 833800 or by email on steve@bigga.co.uk

Andrew's top appointment at Toro

The Toro Company has appointed Andrew Brown to the new position of Corporate Accounts Manager for Europe, the Middle East and South Africa.

Andrew, 33, joins the company's international division, whose European headquarters for sales and marketing is based in the UK at Bournemouth.

In his new role he will be responsible for working closely with Toro's national distributors both for commercial turf equipment and irrigation products, and to a small extent with consumer machines. Initially he expects to spend about 50% of his time working in the UK.

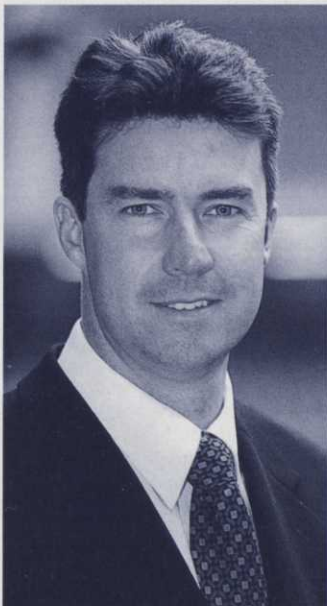
Chief among Andrew Brown's responsibilities will be to help service Toro's key account customers such as large national, and international, groups that have partnered with the company through exclusive deals. He will also be heavily involved in teaming up with distributors to prepare and present proposals for large contracts with new customers.

Bob Buckingham, European Sales Manager for The Toro Company, said: "This is a senior appointment aimed at giving our customers the high level of support expected from Toro. Andrew also has a great knowledge and experience of the irrigation side of the business. Coupled with sales of machinery, this will give a further boost to the Total Solutions package."

Having obtained a master's degree in irrigation engineering from Silsoc Research Institute, in Bedfordshire, Andrew Brown joined the government's Department for International Development. For three-and-a-half years he worked for them on a large-scale agricultural project that was part of a desert reclamation scheme in Egypt.

On returning to England in 1994, he became operations director for a commercial landscape irrigation company in Oxfordshire, prior to joining Toro.

He is currently chairman of the UK Irrigation Association.



Pastures new for Peter Larter

Peter Larter, who has been the Midland Regional Administrator for the past three years, is leaving the post to take up a full-time position with another company.

"Peter's contribution to the Midland Region over the last three years has been considerable and we wish him well in the future," said BIGGA Executive Director, Neil Thomas.

Peter, a huge ex-British Lion lock forward, leaves with a fitting tribute delivered by John Simonett, the speaker at the recent National Golf Championship.

"Peter Larter lights up a room... when he moves away from the window."

Ocmis & Textron form partnership

Textron has signed a partnership agreement with Ocmis Irrigation which aims to promote to mutual clients the ability to purchase complete golf course irrigation and machinery packages in a competitive manner.

"Ocmis is a well-established and well-respected supplier to the golf sector. This agreement provides both parties with the opportunities to offer competitive packages for complete golf course maintenance. It is a natural extension to our marketing policy as it enables two major suppliers of quality equipment to provide a comprehensive and competitive service to the golf sector," said Peter Bell, Marketing Director for Textron.

"We are absolutely delighted to have formed this agreement with such a major player in the golf sector. We see this agreement as a marketing partnership for today benefiting the golf clubs of tomorrow," said Chris Aplin, Ocmis Managing Director.

Silent Auction silenced

BIGGA has announced that the Silent Auction planned for BTME 2000 will not now take place. Commenting on this decision, Executive Director, Neil Thomas said, "Unfortunately it became apparent that support from companies within the industry for the Silent Auction was not at a level which would guarantee its success. In those circumstances, it would not have been fair to those companies who had donated items, to proceed with an auction which could have proved of questionable benefit to them, and, which may have lacked the wholehearted support of BIGGA's membership. The Association will continue to discuss with interested companies initiatives for the future development of BTME."

ASSISTANT GREENKEEPER ASSISTANT GREENKEEPER ASSISTANT GREENKEEPER ASSISTANT GREENKEEPER

Profile

Usually the spotlight falls on the Course Manager or Head Greenkeeper at a Club.

Now it is the turn of those whose work often goes unheralded to star.



Name: Mark Brute

Club: Old Colwyn GC

Position: Assistant Greenkeeper

Age: 17

1. How long have you been a greenkeeper?
15 months

2. What education are you currently undertaking?
NVQ Level 2 at The Welsh College of Horticulture

3. Which one task do you most enjoy doing?
Cutting fairways

4. Which one task do you most dislike doing?
Edging and raking bunkers. Also divoting tees

5. What job other than greenkeeping might you have ended up doing?
My second option was to be a joiner

6. Who has been the biggest influence on your career?
My parents have been the biggest influence, also Gary Edwards, Head Greenkeeper at Old Colwyn Golf Club

7. What would you do to improve the life of a greenkeeper?
Better understanding from Club Members of the work involved in maintaining a golf course

8. What are your hobbies?
Playing golf with a handicap of 6, and bike riding

9. What do you get out of BIGGA?
Monthly copy of Greenkeeper International, greenkeeper seminars and outings

10. What do you hope to be doing in 10 years time?
Would like to be a Head Greenkeeper or maybe involved in course design and construction

Keegan presents Carden with award



England football Manager, Kevin Keegan, was on hand to help Carden Park celebrate winning a top national honour.

The 750-acre hotel, golf resort and spa, on the outskirts of Chester, has been voted Best UK Venue by the publishers of the best-selling 'Following the Fairways' guide.

And the England soccer boss interrupted a round of golf at Carden to present the Award.

The annual award, sponsored by Jameson Irish whiskey, is based on all-round excellence, including the quality of a venue's golf courses, its hotel facilities and the welcome provided by staff.

Julian West, publisher of Following the Fairways said, "Carden Park has established itself in a relatively short period of time as 'the Gleneagles of Northern England'.

"It is a worthy winner of the 1999

UK Golf Venue of the Year award and, for any golfer planning a trip to the north west, Carden Park is a must."

Hamish Ferguson, General Manager of Carden Park, said: "We're delighted with this award, which proves our status as a major golfing venue - able to host some illustrious occasions, as well as provide enjoyment for individual golfers of all abilities."

Information centre at new Association

Some of the U.K.'s most experienced experts throughout the golf industry have joined forces to form the Golf Consultants Association.

Based near Warwick at the Sports industries Federation, the association will provide a point of reference for those requiring independent professional golf consultancy services world-wide.

This independent association of golf consultants will incorporate eight disciplines from the initial development and investment appraisal through to operational management and marketing of golf clubs and resorts world-wide.

Stephen Proctor, on behalf of the Association commented:

"Our collective aim is to provide

clients with a highly professional service with the reassurance of working with some of the most experienced individuals in the golf business. In this way we can ensure that the client receives an efficient and cost effective service. Our nine founding members, including two from STRI, provide a solid base for the Association's future."

The initial cost of membership will be £250 per annum, and will be on an individual rather than a corporate basis.

Prospective members must demonstrate substantial consulting expertise and experience in one GCA membership discipline for a minimum of five years plus references from two clients commissions.

Founding Members and Disciplines

Stephen Proctor, Sports Marking Surveys Ltd - Golf Development Market Research
Alan Ryder, Ryder Golf Services - Golf Topographic/Survey Services
Robert Taylor, STRI, and David Stubbs, Env. Golf Services - Environmental Management
John Ashworth, John Ashworth Associates; Dr Falk Billion, Golf Management, and Bryan Griffiths, Golfconsult International - Development and Investment Appraisal.
Jeff Perris, STRI, and George Shiels, McMillan-Shiels - Turfgrass Agronomy.
Philip York, York & Martin - Water Resourcing and Irrigation
Ian Bullied, Impetus Golf and Leisure - Operational Management Consultancy
Graeme Grant, Premier Resorts Ltd; Russell Bragg, Premier Resorts Ltd, and Helen McDonnell, Compete Golf and Leisure - Golf Enterprise Marketing.

Saltex success

The Best New Sportsturf Product Award at SALTEx '99 was won by Kubota (UK) for the AM3300 Ride-on Triple Cylinder Mower, said to be the only mower of its kind in Europe that is able to collect and dispose of cut grass without the driver leaving his seat. Although this product is aimed at local authorities and contractors with large grass areas to mow, the judges considered that the machine would also bring benefit to professional sportsturf managers and groundsmen maintaining football pitches.

BIGGA 2000 subscription rates

Subscription rates valid from January 2000

Job Title	2000 rates
Course Manager/Head Greenkeeper	£75
Deputy Course Manager/Deputy Head Greenkeeper	£60
All other greenkeeping staff aged 21 years and over	£50
Green staff aged 20 years and under	£30
Full-time Students	£15
International Greenkeeper	£60
Associate Member	£60

Textron's UK Sales title goes to Richard

Richard Tyrrell, 39, has been appointed UK Sales Manager for Golf and Turf Vehicles at Textron Turf Care and Specialty Products.

He joins Textron from the industrial cleaning division of Kärcher where he held a joint role as Sales and Training Manager.

"I see this as an excellent career move following Textron's commitment to massive investment and growth over the next five years," said Richard.

"I will be concentrating my efforts on the E-Z-GO brand with golf cars and utility vehicles in the golf and turf care sectors and also the new range of personnel carriers dedicated to the commercial sector," he added.

John Nicholson Associates

John Nicholson, formerly a Director with Eamonn Wall & Co, has formed his own company, John Nicholson Associates.

John who is a regular speaker at seminars including BTME '98 and this year's North West Seminar at Mere offers an array of services to potential clients.

"I can offer expert advice on woodland design and management, arboreal surveys, tree health surveys, removal of trees and boundary hedge planting and hedge laying," said John, who has had articles published in several magazines including Greenkeeper International.

Lindum moves into the Millennium



Lindum Turf has supplied 2,800 square metres of BAyr root Washed Turf for a picnic area at the rear of the Millennium Dome and landscaping surrounding a water feature at the northern end of Central Park. "I think the quality of the product coupled with our professional business approach secured the contract," said David Snowden, Lindum's Sales Manager.

Rhône Poulenc issues safety warnings for Castaway Plus

The Pesticide Safety Directorate (PSD) recently completed their evaluation of an application to extend the approval of Rhône Poulenc product "Castaway Plus". The outcome of the evaluation was a decision to revoke the product, based on concerns relating to physical properties of the formulation.

Distributors and users have a two year wind-down period (to the end of July 2001) to sell or use existing stocks.

Rhône Poulenc state that as PSD has allowed a two year sell-out period it indicates that the product is still safe when used as recommended on the label.

In the case of any queries please contact Jenny Murphy, Technical/Registration Specialist at Rhône Poulenc Tel: 01277 301115.

Ernest Doe picks up Textron award

Textron Turf Care and Specialty Products held its annual dealer awards at an evening reception at Saltex and for the second year running Ernest Doe and Son, of Ulting, near Maldon in Essex won the Textron Dealer of the Year Award.

Colin Doe, Dealer Principal, accepted the silver trophy and commemorative plaque from Harold Pinto, Textron's Managing Director.

Textron dealers from the UK, Eire and Europe attended the ceremony which recognised business excellence in all areas. Scottish Grass Machinery of Inverkeithing, Fife scooped two awards as did European dealers Van der Pols, of The Netherlands and Svenningsens of Denmark.

New Kubota challenge for Walter Wilder

Kubota has appointed Walter Wilder, to provide comprehensive sales, service and parts support for existing and future Kubota machinery owners in Berkshire and parts of Surrey and south west London.

Based near Reading, Walter Wilder has been given responsibility for the complete Kubota product range encompassing market-leading compact tractors and attachments, diesel ride-on rotary and cylinder mowers, and garden machinery. Current and future potential customers for Kubota equipment include local authorities, golf and sports clubs, landscape contractors, farmers, nurserymen and growers, estate owners, equestrian centres, schools, colleges and domestic and professional gardeners.

Kubota celebrates anniversary in style

Kubota, celebrated the 20th anniversary of the formation of its British operation with a commemorative luncheon held at the Guildhall in the heart of the City of London.

Hosted by the directors and shareholders of Kubota (UK) Ltd, the luncheon recognised the part played by Kubota in advancing the mechanisation of agriculture, horticulture and the construction industry within the United Kingdom and Ireland over the past two decades. The event was attended by almost 300 of the company's customers,

dealers, suppliers and staff.

Honoured guests who spoke of Kubota's heritage and the major contribution made by the company and its products included the Japanese Ambassador, His Excellency Sadayuki Hayashi; the Rt Hon Michael Heseltine CH MP; and the President of Kubota Corporation, Mr Yoshikuni Dobashi.

The Kubota Corporation has over the past 30 years set up subsidiary companies in all of the major global trading markets.

In 1979, the company founded its

operation in the United Kingdom and Ireland under the name Kubota (UK) Ltd, headed by a joint Japanese and British board of directors. In 1999, Kubota UK celebrates its 20th anniversary with Mr Masay Miyake and Rene Orban guiding the operation as Managing Director and Deputy Managing Director respectively.

Speaking at the celebration luncheon, Mr Miyake said that he was proud of the progress that had been made since he joined the company, shortly before its 15th anniversary.

Royal Inverdivot GC...

by Tony Husband



BTME bulletin BTME bulletin BTME bulletin

Q: How are preparations going for BTME 2000?

A: We are well on the way to being full. Hall Q is over three quarters full and requests are still flooding into the office on a daily basis.

Q: Hall Q?

A: Yes. This is the first year that we will have used Hall Q which is twice the size of Hall G which we used last year. It has its own main entrance equipped to accept both pre and non registered visitors alike. It is also linked to Hall C and the other halls by an attractive glass walkway.

Q: Can you give us an indication of some of the companies which will be in the new hall?

A: Well the BIGGA stand will be there for a start while Rigby Taylor, Rhône Poulenc, Amenity Technology, Rainbird, Sisis, H. Patisson and Co, Softspikes, Pentagon Amenity Marketing and Gem Professional are among some of the others to take space.

Q: What else will be different from previous BTME's?

A: The organisers office has been relocated to Hall Q in a pre-equipped site while we have new, improved and enlarged catering facilities including a separate coffee bar. In addition there will be numerous TV screens situated throughout the halls used to highlight seminars, news bulletins and weather reports - with a visual message system.

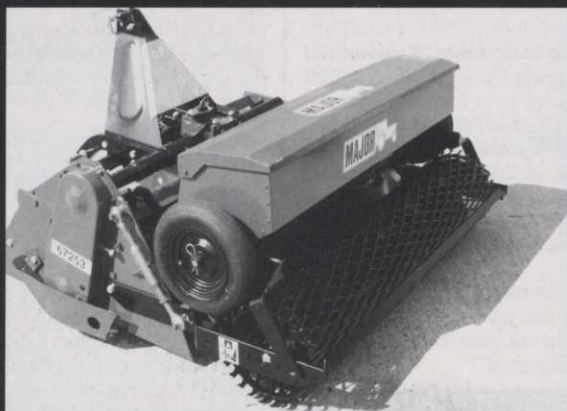
Q: Anything else?

A: Two other main features, situated adjacent to Hall Q in the King's Suite, will include an exhibitors lounge to enable exhibitors to take a break from the public eye or hold private meetings with prospective clients and The Careers Clinic which is a series of informal presentations concerning all aspects of recruitment and job hunting from CV writing to interview preparation. All to help those concerned find that ideal job.

The press facilities have also been upgraded significantly to include a formal presentation area where companies can make press announcements or hold press conferences.



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